

# PARADISE VALLEY MARKET REPORT July 2017



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## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Jul 2017	Jul 2016	+/-	YTD 2017	YTD 2016	+/-
Listing Activity Charts Metrics						
New Listing Count	48	49	-2%	578	608	-4.9%
New Listing Volume	\$86,694,873	\$70,847,847	+22.4%	\$1,093,140,540	\$1,069,162,723	+2.2%
Active Listing Count	_	388	-	2,480	3,212	-22.8%
Active Listing Volume	_	\$855,115,886	-	\$6,337,283,784	\$7,352,648,076	-13.8%
Average Listing Price	_	\$2,203,907	-	\$2,555,356	\$2,289,118	+11.6%
Median Listing Price	_	\$1,787,500	-	\$2,019,760	\$1,841,080	+9.7%
Average Listing Price per Sq Ft	_	\$392	-	\$417	\$393	+6.3%
Median Listing Price per Sq Ft	_	\$359	-	\$383	\$360	+6.3%
Median Days in RPR	_	127.5	-	94.94	109.61	-13.4%
Months of Inventory	_	11.4	-100%	9.5	11.6	-17.4%
Absorption Rate	_	8.76%	-	10.48%	8.66%	+1.8%
Sales Activity Charts Metrics						
New Pending Sales Count	44	44	+	415	346	+19.9%
New Pending Sales Volume	\$64,498,740	\$62,652,295	+2.9%	\$637,067,624	\$450,775,754	+41.3%
Pending Sales Count	_	55	-	393	373	+5.4%
Pending Sales Volume	_	\$91,813,699	-	\$675,026,762	\$630,186,659	+7.1%
Cloæd Sales Count	37	23	+60.9%	327	260	+25.8%
Closed Sales Volume	\$52,380,742	\$31,302,509	+67.3%	\$488,892,994	\$353,963,458	+38.1%
Average Sales Price	\$1,415,696	\$1,360,979	+4%	\$1,495,086	\$1,361,398	+9.8%
Median Sales Price	\$1,200,000	\$1,050,000	+14.3%	\$1,260,266	\$1,150,865	+9.5%
Average Sales Price per Sq Ft	\$329	\$345	-4.8%	\$345	\$328	+5.1%
Median Sales Price per Sq Ft	\$320	\$311	+2.9%	\$328	\$316	+3.7%
Distressed Charts Metrics						
Distressed Listing Count	_	6	_	18	63	-71.4%





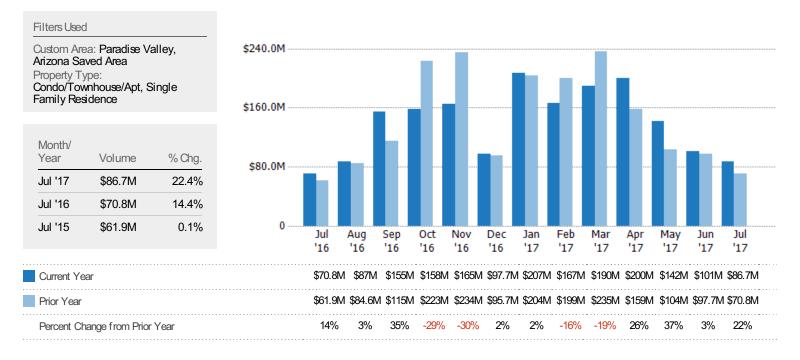
#### New Listings

The number of new single-family, condominium and townhome listings that were added each month.



#### New Listing Volume

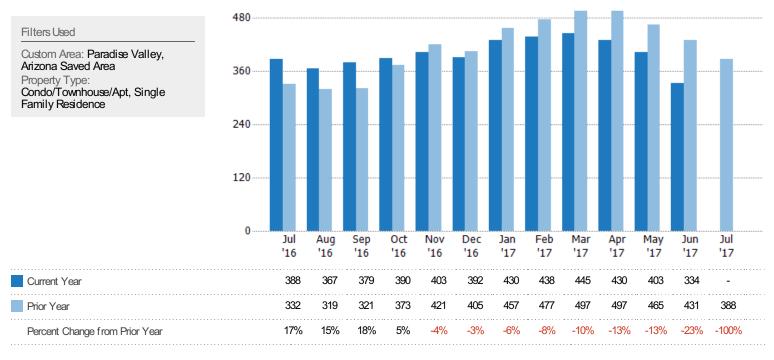
The sum of the listing price of single-family, condominium and townhome listings that were added each month.





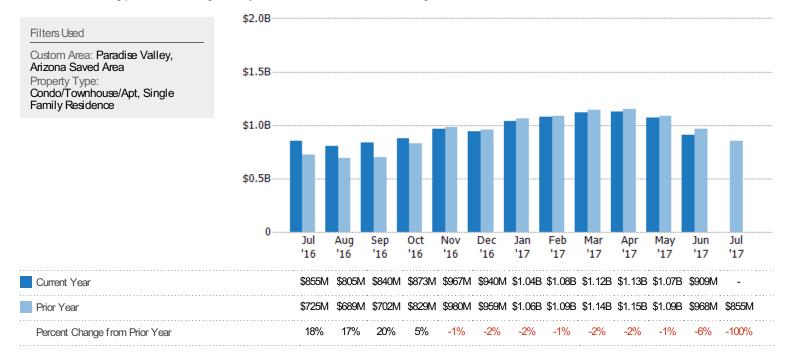
#### Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.



#### Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.





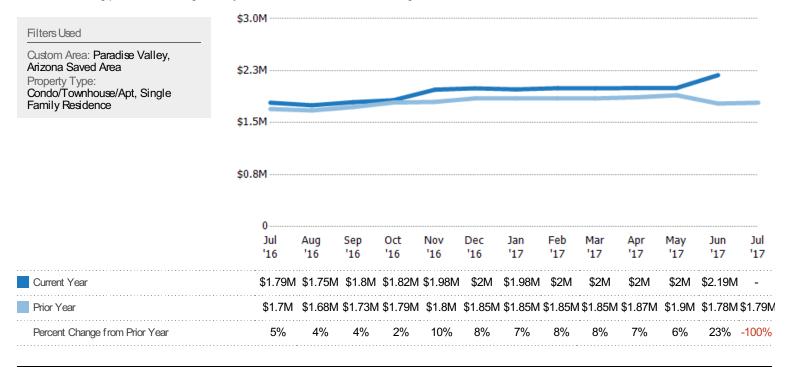
#### Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used	\$3.0M												
Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.3M												
	\$1.5M												
	\$0.8M												
	0 Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	\$2.2M	\$2.19M	\$2.22M	\$2.24M	\$2.4M	\$2.4M	\$2.41M	\$2.46M	\$2.51M	\$2.62M	\$2.66M	\$2.72M	I -
Prior Year	\$2.18M	\$2.16M	\$2.19M	\$2.22M	\$2.33M	\$2.37M	\$2.32M	\$2.28M	\$2.3M	\$2.32M	\$2.33M	\$2.25M	I \$2.2M
Percent Change from Prior Year	1%	2%	1%	1%	3%	1%	4%	8%	9%	13%	14%	21%	-100%

#### Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.





#### Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used	\$500												
Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375												
	\$250												
	\$125												
	0 Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	\$392	\$392	\$390	\$393	\$404	\$402	\$409	\$412	\$416	\$417	\$426	\$425	-
Prior Year	\$387	\$381	\$380	\$382	\$389	\$388	\$386	\$387	\$392	\$398	\$400	\$394	\$392
Percent Change from Prior Year	1%	3%	3%	3%	4%	4%	6%	6%	6%	5%	7%	8%	-100%

#### Median Listing Price per Sq Ft

The median of listing prices divided by the living area of homes on market at the end of each month.

Percent Change from Prior Year	2%	5%	3%	3%	4%	4%	5%	5%	5%	5%	8%	9%	-100%
Prior Year	\$351	\$341	\$348	\$355	\$358	\$358	\$358	\$360	\$361	\$362	\$361	\$359	\$359
Current Year	\$359	\$359	\$359	\$366	\$373	\$373	\$378	\$379	\$380	\$381	\$390	\$393	-
	\$100 0 Jul '16	Aug '16	Sep '16	0ct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200												
Custom Area: Paradise Valley, Arizona Saved Area	\$300												
Filters Used	\$400												



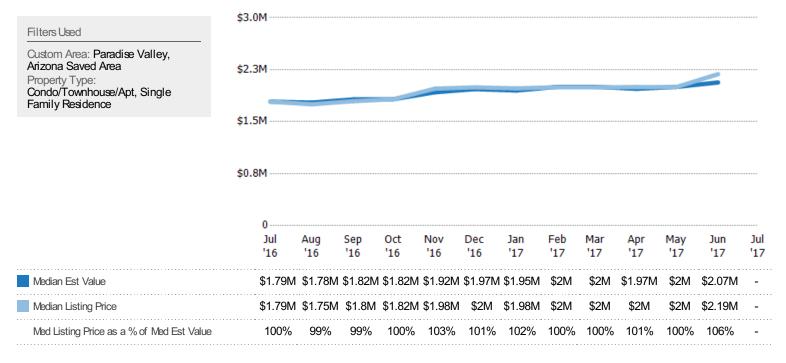
#### Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used	\$3.0M												
Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.3M												
	\$1.5M												
	\$0.8M												
	0 Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Avg Est Value	\$1.9M	\$1.88M	\$1.93M	\$1.91M	\$1.98M	\$1.99M	\$1.99M	\$2.01M	\$2.02M	\$2.04M	\$2.04M	\$2.08M	-
Avg Listing Price	\$2.2M	\$2.19M	\$2.22M	\$2.24M	\$2.4M	\$2.4M	\$2.41M	\$2.46M	\$2.51M	\$2.62M	\$2.66M	\$2.72M	-
Avg Listing Price as a % of Avg Est Value	116%	116%	115%	117%	121%	120%	121%	122%	124%	128%	130%	131%	-

#### Median Listing Price vs Median Est Value

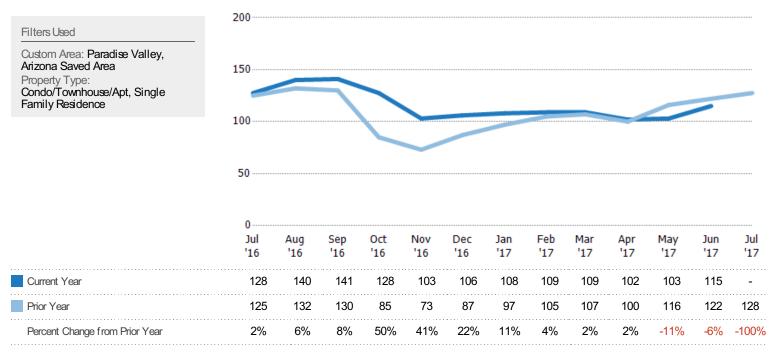
The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.





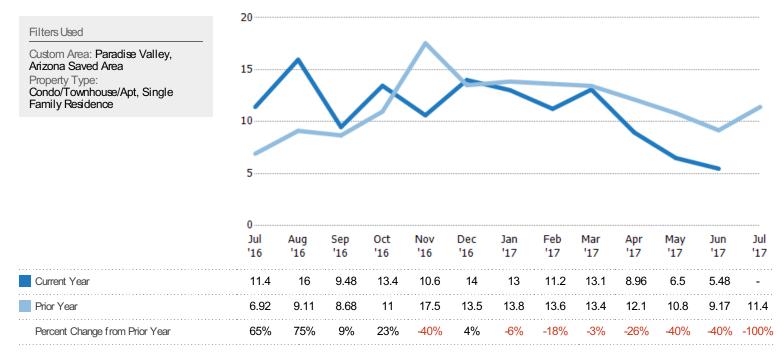
#### Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.



#### Months of Inventory

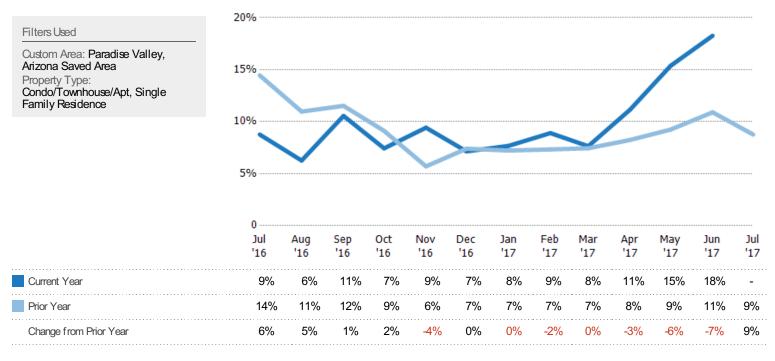
The number of months it would take to exhaust active listings at the current sales rate.





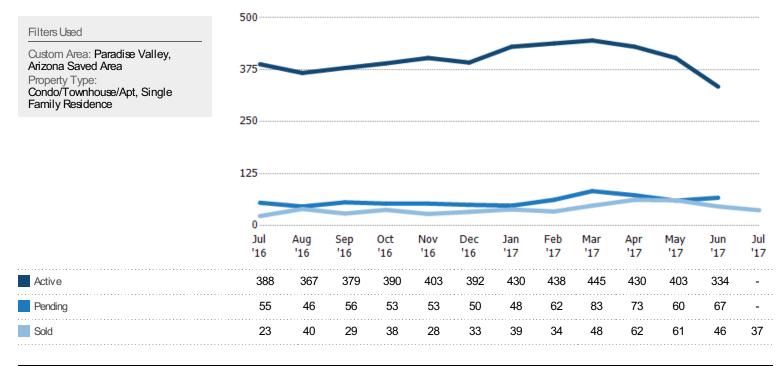
#### Absorption Rate

The percentage of inventory sold per month.



#### Active/Pending/Sold Units

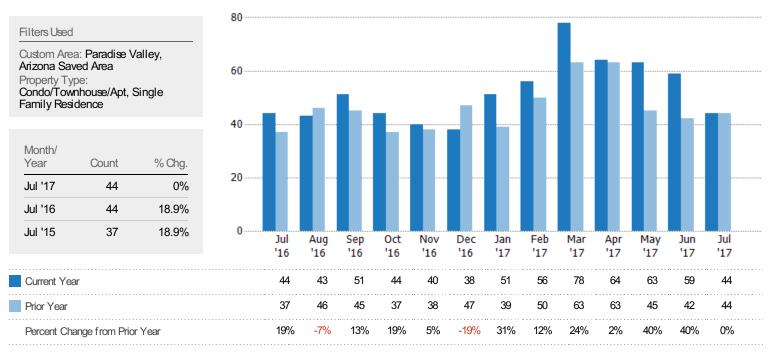
The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.





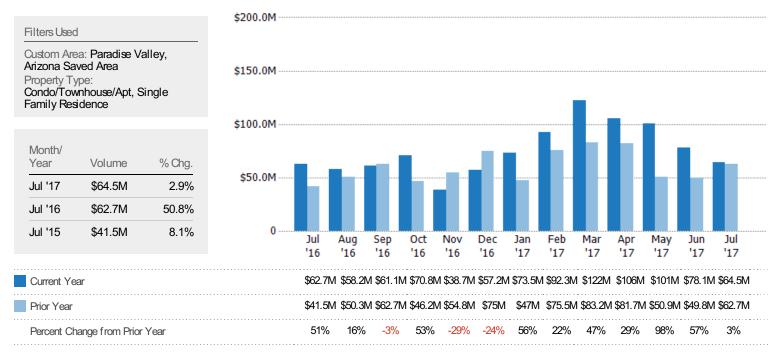
#### New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



#### New Pending Sales Volume

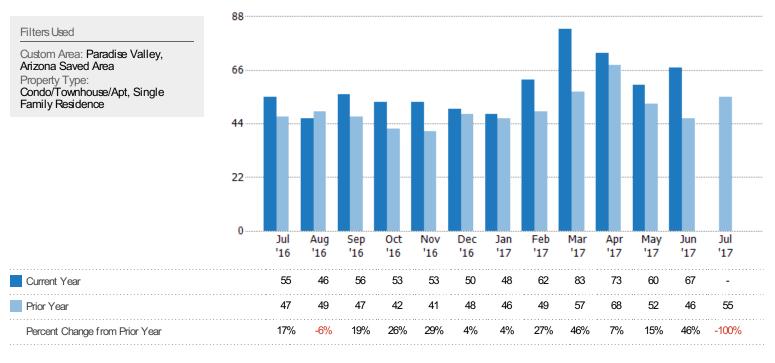
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.





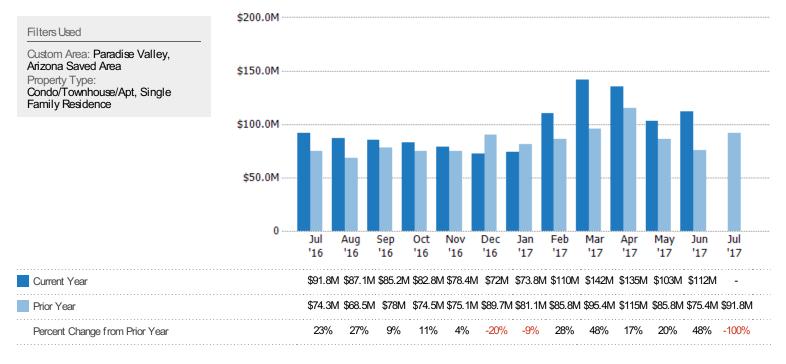
#### Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.



#### Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.





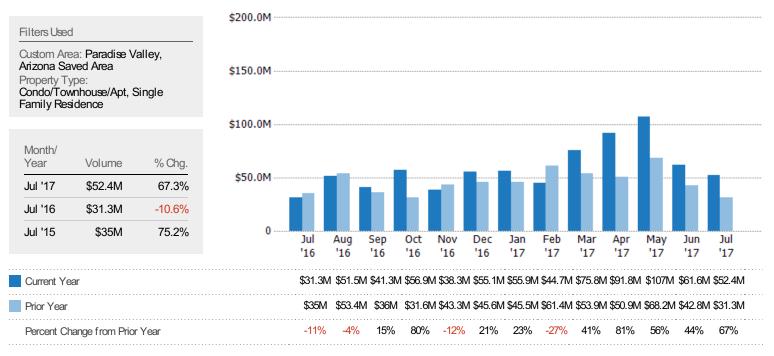
#### Closed Sales

The total number of single-family, condominium and townhome properties sold each month.



### Closed Sales Volume

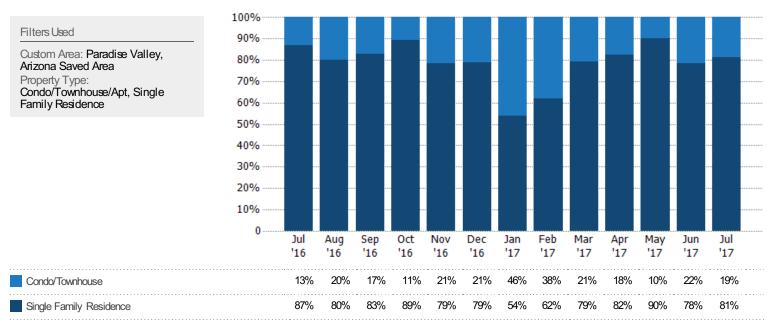
The sum of the sales price of single-family, condominium and townhome properties sold each month.





#### Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.



#### Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

#### Filters Used

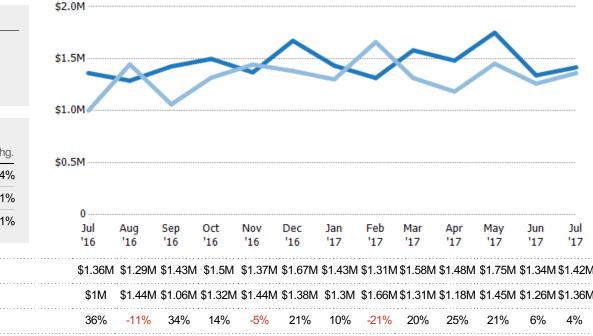
Current Year

Prior Year

Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Jul '17	\$1.42M	4%
Jul '16	\$1.36M	36.1%
Jul '15	\$1M	25.1%

Percent Change from Prior Year

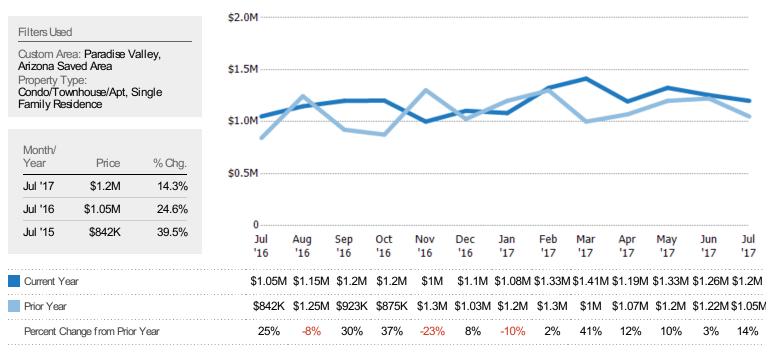






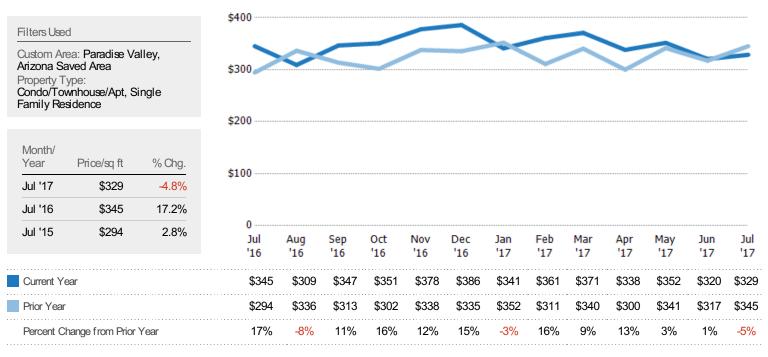
#### Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.



#### Average Sales Price per Sq Ft

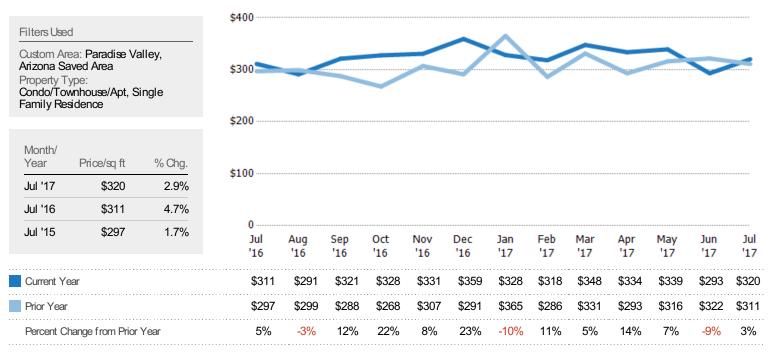
The average of the sales price divided by the living area of properties sold each month.





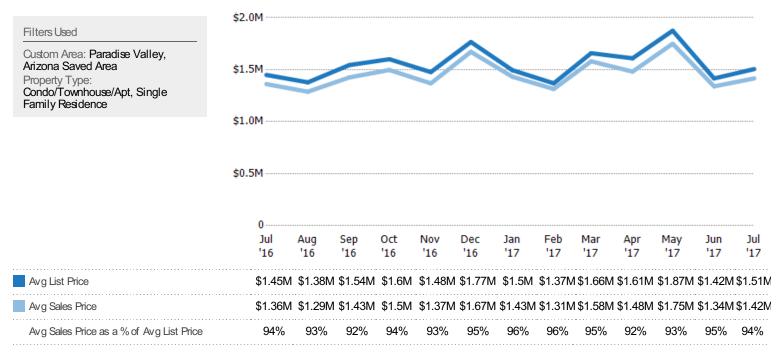
#### Median Sales Price per Sq Ft

The median of the sales price divided by the living area of properties sold each month.



#### Average Sales Price vs Average Listing Price

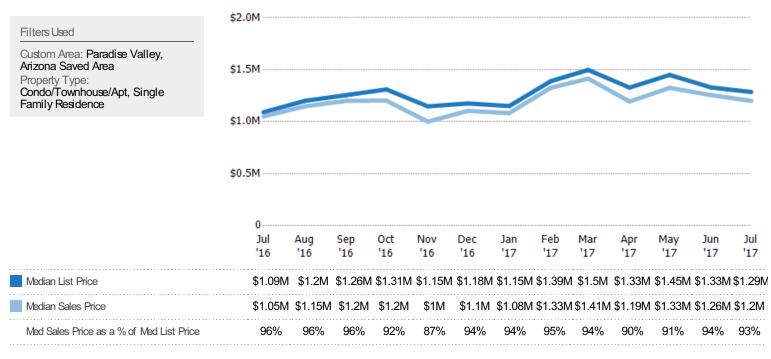
The average sales price as a percentage of the average listing price for properties sold each month.





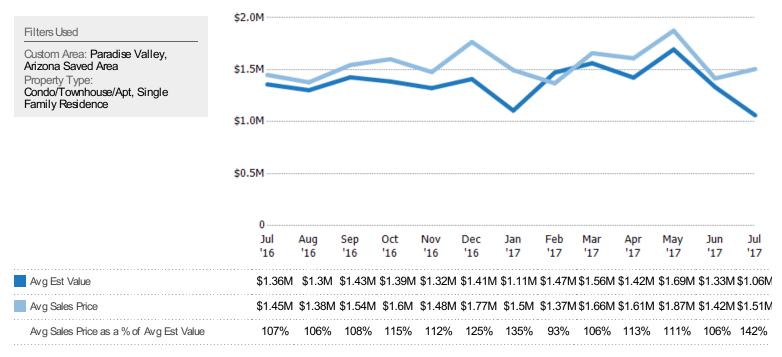
#### Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.



#### Average Sales Price vs Average Est Value

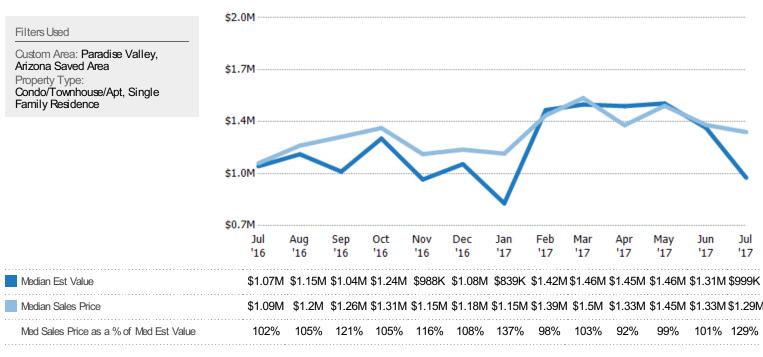
The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.





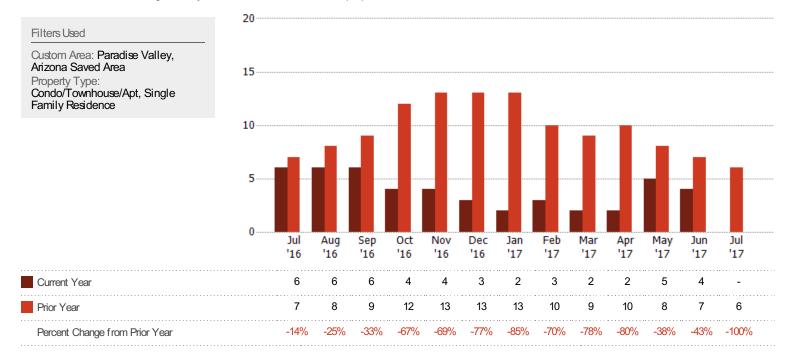
#### Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.



#### Distressed Listings

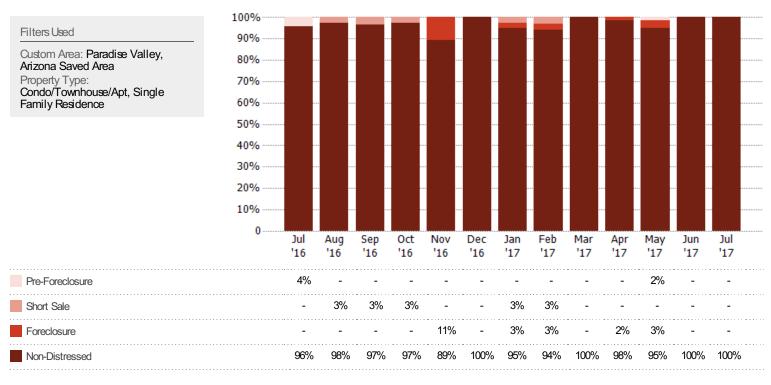
The number of distressed single-family, condominum and townhome properties that were for sale at the end of each month.





#### Distressed Sales by Sales Type

The percentage of single-family, condominium and townhome properties sold each month for each sales type.







## Market Data Report

## Sales Activity by ZIP

Jul 2017

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Av g Sales Price	Median Sales Price	Av g Sales Price per Sq Ft	Median Sales Price per Sq Ft	Avg Days In RPR
85253			37	\$52,380,742	\$1,505,440	\$1,285,000	\$312	\$298	112

